



After working in I.T. sales for a Fortune 500 company, Junaid Ahmed discovered his passion for real estate. “I started thinking about how I could build equity and wealth, and I thought real estate might be the best avenue to do so,” he says. Junaid started by investing in homes part time, flipping them, and buying foreclosed properties to keep as rentals. “This created the spark that got me interested in real estate as a career,” he says. “I love the business so much.” Now, well

into his full-time real estate career, Junaid represents buyers, sellers, and investors in the Dallas-Fort Worth metroplex, including Irving, Plano, McKinney, and other neighborhoods in the Northern Dallas suburbs.

Junaid is a proud member of the Dallas & Beyond Real Estate Group, under the umbrella of Keller Williams. “We motivate each other,” he says of his team. “It’s a really good synergy. I enjoy the camaraderie, and being a part of something bigger,” he continues. Not only does the team promote a personal rapport between members, but they’ve also found tremendous success. In 2017 and 2018, they were named the number one team in their office from a group of more than 20 other teams.

When it comes to his clients, Junaid believes his commitment to open and honest communication is a crucial factor in building relationships. “It’s about educating clients on the process and holding their interests of paramount importance,” he says, stressing the tremendous financial weight that goes into buying a home. “You really want to have the heart of a teacher,” he says of being a REALTOR.® One of Junaid’s guiding principals is “disclose, disclose, disclose,” and he prides himself on being upfront with his clients and presenting them with as much information as possible so they can make sound decisions.

By setting a high standard of timely and responsive communication, Junaid is always able to keep clients up-to-date. In fact, he largely credits his responsiveness for his success with repeat and referral customers, which make up approximately 50% of his business. Junaid tries to be available as much as possible to keep his clients informed and assured. “I make them feel like they’re the only client, no matter how busy we get,” he says. “This business really never sleeps.”

With his years of extensive experience as an investor, Junaid considers this knowledge an important advantage for his clients, whether they are first-time homebuyers (for which he has a particular affinity) or long-time investors. “I can share

all of the knowledge I have and draw on my experiences,” he says. “That’s instrumental.”

Throughout every step of the process, Junaid’s passion and enthusiasm for his job is apparent. “I’ve always held fast to the core belief that whatever you do, personally or professionally, always go the extra mile... go above and beyond, and exceed people’s expectations.”

To give back to his local community of McKinney, Texas, Junaid serves as an active member of the Communications Committee board of his Homeowners Association, and he also works with Amaanah Refugee Services. This organization supports the resettlement of refugees in northern Texas, by helping them find jobs and root themselves in the community. “I’m very honored and humbled to be part of this organization,” he says. In his free time, Junaid enjoys spending quality time with his family, and traveling to destinations within the U.S. and abroad. He also loves to continue learning about real estate and other subjects of interest.

“Building a good reputation takes a lifetime,” Junaid reflects about the values that have sustained him throughout his career. “It can only take a few minutes to destroy it.” He practices a personal philosophy of treating people with dignity, kindness, and integrity, and credits this for the close relationships he has developed with his clients throughout his career. “I always try to be sensitive and mindful, and I always think of the long-term vision.”

He also likes to step back once in a while and adopt a broader outlook. “We’re all on this journey together on earth,” he says. “Nothing makes me happier than helping families achieve their dream of homeownership.” For Junaid, his passion for his job is evident: “I love meeting people from all walks of life and I absolutely love what I do.”



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Keller Williams Central 75 | Dallas, TX

832.275.1883 | junaid@kw.com | www.dallasandbeyond.com